

Message Text

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ORIGIN XMB-04

INFO OCT-01 ARA-06 ISO-00 EB-07 EUR-12 MC-02 PM-04 CIAE-00

INR-07 NSAE-00 DODE-00 L-03 FAA-00 COME-00 DOTE-00

AID-05 IGA-02 TRSE-00 OMB-01 /054 R

DRAFTED BY:XMB:DWSHEPARD

APPROVED BY:EB:IFD:ODF:RANDOLPH A. SWART

RDCRAFTON

DOBIEN

ARA:BR:TSHUGART (INFO)

ANALYSIS PLEASE NOTE INSERT C O R R E C T E D C O P Y

(INVLAID ROUTING TO RIO DE JANEIRO) THANKS MM

----- 122597

R 040155Z MAR 76

FM SECSTATE WASHDC

TO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

AMCONSUL RIO DE JANEIRO

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E. O. 11652: N/A

TAGS: EFIN

SUBJECT: BRAZIL A300B AIRBUS SALE TO VASP

1. BOEING STATES THAT VASP IS CONSIDERING FRENCH OFFER
FOR SALE OF 3 OR 4 A300B AIRBUS WIDE-BODIED JET AIRCRAFT.
THESE WOULD BE USED ON INTERNAL BRAZILIAN ROUTES, REPAYMENT
TERM UP TO 12 YEARS FOR 100 PERCENT FINANCING AFTER 2 YEAR
MORATORIUM REPORTED. BOEING WOULD ALTERNATIVELY OFFER 4 727-200
STRETCH AIRCRAFT. U. S. COST ABOUT DOLS 40-50 MILLION.

2. BOEING SAYS FLAVIO, VASP CHAIRMAN, INTENT UPON INCREASING
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VASP SHARE OF BRAZILIAN DOMESTIC MARKET FROM 34 PERCENT TO

45 PERCENT WITH DELIVERY OF ADDITIONAL AIRCRAFT
NEEDED FOR THIS EXPANSION IN 1976.

3. EXIMBANK WOULD APPRECIATE KNOWING IF EMBASSY AWARE
VASP THINKING THIS PROCUREMENT AND IF GOVERNMENT SUPPORT
FOR SUCH AN EXPANSION LIKELY. FLAVIO, WE UNDERSTAND, WILL
APPROACH GOVERNMENT IN ABOUT A MONTH. WE DO NOT, AT
THIS POINT, BELIEVE IT NECESSARY TO APPROACH VASP IF SUCH
PLANS ARE NOT ALREADY KNOWN TO EMBASSY. HOWEVER, SHARING
OF ANY GENERAL KNOWLEDGE EMBASSY MAY HAVE THIS MATTER WOULD BE
WELCOMED. KISSINGER

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Message Attributes

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04 MAY 2006

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To: BRASILIA RIO DE JANEIRO
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